A8720-1
10/2/88

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JUN 1988	JUN 1987	JUL-JUN 1987/88	JUL-JUN 1986/87
AL	Alabama	4,298	6,536	68,724	63,402
AK	Alaska	0	129	433	2,387
AZ	Arizona	83	108	2,385	1,583
AR	Arkansas	2,494	6,742	56,978	58,250
CA	California	5,376	4,857	75,430	67,583
CO	Colorado	473	429	7,896	8,407
CT	Connecticut	248	356	3,708	4,381
DE	Delaware	1,048	244	17,903	22,651
FL	Florida	9,620	12,463	125,000	148,368
GA	Georgia	4,704	6,615	115,997	116,510
HI	Hawaii	1,674	1,592	14,342	12,568
ID	Idaho	1,377	1,247	23,521	27,113
IL	Illinois	56,339	59,861	709,027	724,056
IN	Indiana	24,083	24,265	348,250	385,387
IA	Iowa	41,492	58,334	485,863	483,447
KS	Kansas	1,934	4,124	49,573	35,010
KY	Kentucky	13,947	15,889	95,159	117,724
LA	Louisiana	1,603	1,843	152,743	102,367
ME	Maine	331	733	6,239	7,819
MD	Maryland	1,322	1,192	27,383	29,355
MA	Massachusetts	249	1,209	3,944	4,965
MI	Michigan	19,110	35,592	187,580	227,649
MN	Minnesota	19,423	70,531	359,897	384,988
MS	Mississippi	1,841	6,073	40,114	24,552
MO	Missouri	12,017	24,511	264,645	285,375
MT	Montana	1,128	669	11,927	11,716
NE	Nebraska	1,039	1,038	33,734	28,886
NV	Nevada	0	0	12	42
NH	New Hampshire	163	185	2,882	892
NJ	New Jersey	1,049	761	6,273	7,629
NM	New Mexico	236	138	9,749	9,791
NY	New York	14,158	9,321	66,264	79,216
NC	North Carolina	2,138	4,481	85,406	87,971
ND	North Dakota	491	1,923	25,042	27,190
OH	Ohio	26,305	59,065	425,948	494,462
OK	Oklahoma	1,252	1,497	25,768	21,557
OR	Oregon	929	2,143	28,138	30,105
PA	Pennsylvania	4,795	5,787	54,537	65,549
RI	Rhode Island	120	312	1,626	1,850
SC	South Carolina	2,121	3,185	65,359	66,067
SD	South Dakota	362	590	15,800	14,029
TN	Tennessee	5,468	12,517	96,067	122,807
TX	Texas	9,420	11,928	171,859	137,836
UT	Utah	1,935	1,896	7,804	6,407
VT	Vermont	628	433	2,724	3,102
VA	Virginia	1,287	995	87,783	92,428
WA	Washington	2,011	2,888	39,035	43,305
WV	West Virginia	86	303	1,919	3,551
WI	Wisconsin	15,290	56,739	268,480	330,769
WY	Wyoming	15	86	1,915	1,664
	TOTAL U.S.:	317,512	524,355	4,778,785	5,034,718
CANADA					
AB	Alberta	697	459	31,876	28,720
BC	Brit. Columbia	500	279	7,772	7,774
MB	Manitoba	827	562	27,105	22,620
NB	New Brunswick	1,367	257	16,836	14,198
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	371	258	6,580	6,533
ON	Ontario	19,029	15,410	240,242	210,909
PE	Pr.Edward Isle	1,022	113	11,514	12,205
PQ	Quebec	7,865	4,810	142,953	114,671
SK	Saskatchewan	212	5,439	20,908	34,109
	TOTAL CAN:	31,890	27,587	505,786	451,739
EXPORT SALES:		515,312	357,528	4,297,779	3,737,560
TOTAL AGRICULTURAL		864,714	909,470	9,582,350	9,224,017
Non-Ag	U.S.	40,543	37,515	426,167	378,193
	Canada	2,305	2,622	25,147	18,355
	Exports	15,157	15,639	121,268	90,772
TOTAL NON-AGRICULTURAL		58,005	55,776	572,582	487,320
GRAND TOTAL		**922,719**	**965,246**	**10,154,932**	**9,711,337**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	317	1,756	1,832	185	208	4,298
AK Alaska	0	0	0	0	0	0
AZ Arizona	23	0	41	0	19	83
AR Arkansas	15	0	1,557	916	6	2,494
CA California	2,602	1,270	449	0	1,055	5,376
CO Colorado	152	0	281	16	24	473
CT Connecticut	0	62	149	0	37	248
DE Delaware	0	0	879	147	22	1,048
FL Florida	3,472	1,745	419	315	3,669	9,620
GA Georgia	913	1,216	1,099	1,122	354	4,704
HI Hawaii	0	1,643	0	0	31	1,674
ID Idaho	443	511	392	31	0	1,377
IL Illinois	569	46,349	7,944	1,465	12	56,339
IN Indiana	463	19,147	3,667	747	59	24,083
IA Iowa	70	23,758	14,160	3,491	13	41,492
KS Kansas	183	520	936	254	41	1,934
KY Kentucky	0	13,436	244	62	205	13,947
LA Louisiana	0	0	1,572	31	0	1,603
ME Maine	0	0	331	0	0	331
MD Maryland	0	0	793	514	15	1,322
MA Massachusetts	0	123	61	63	2	249
MI Michigan	43	12,830	6,130	50	57	19,110
MN Minnesota	155	5,786	12,881	545	56	19,423
MS Mississippi	0	46	517	1,254	24	1,841
MO Missouri	726	1,418	8,968	868	37	12,017
MT Montana	0	0	1,062	60	6	1,128
NE Nebraska	191	29	606	185	28	1,039
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	163	0	0	163
NJ New Jersey	0	185	439	378	47	1,049
NM New Mexico	0	31	126	0	79	236
NY New York	0	8,850	4,840	360	108	14,158
NC North Carolina	303	1,216	245	297	77	2,138
ND North Dakota	0	0	463	28	0	491
OH Ohio	226	20,974	4,246	543	316	26,305
OK Oklahoma	145	62	989	16	40	1,252
OR Oregon	157	280	361	79	52	929
PA Pennsylvania	122	276	3,335	1,049	13	4,795
RI Rhode Island	0	0	120	0	0	120
SC South Carolina	0	974	784	310	53	2,121
SD South Dakota	0	260	67	35	0	362
TN Tennessee	333	1,495	3,444	186	10	5,468
TX Texas	847	4,911	2,982	486	194	9,420
UT Utah	1,853	14	68	0	0	1,935
VT Vermont	0	13	527	68	20	628
VA Virginia	258	0	324	705	0	1,287
WA Washington	0	585	909	426	91	2,011
WV West Virginia	0	60	26	0	0	86
WI Wisconsin	1,521	9,910	3,443	239	177	15,290
WY Wyoming	15	0	0	0	0	15
TOTAL U.S.:	16,117	181,741	94,871	17,526	7,257	317,512
CANADA						
AB Alberta	0	0	651	46	0	697
BC Brit. Columbia	0	60	426	14	0	500
MB Manitoba	0	41	651	135	0	827
NB New Brunswick	0	1,079	288	0	0	1,367
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	371	0	0	371
ON Ontario	25	11,601	6,906	248	249	19,029
PE Pr.Edward Isle	0	0	1,022	0	0	1,022
PQ Quebec	18	1,317	6,370	0	160	7,865
SK Saskatchewan	0	0	212	0	0	212
TOTAL CAN:	43	14,098	16,897	443	409	31,890
*EXPORT SALES:	331,113	29,161	129,996	9,402	15,640	515,312
TOTAL AG SALES	347,273	225,000	241,764	27,371	23,306	864,714
NON-AG U.S.	27,843	-	-	12,124	576	40,543
Canada	2,075	-	-	206	24	2,305
*Exports	970	-	-	14,187	0	15,157
TOTAL NON-AG SALES	30,888	-	-	26,517	600	58,005
GRAND TOTAL	**378,161**	**225,000**	**241,764**	**53,888**	**23,906**	**922,719**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	668	0	826	1,494
Australia	1,635	0	13,077	0	1,378	16,090
Brazil	23,778	21,536	85,668	0	0	130,982
China	142,480	0	0	0	0	142,480
Columbia	1,918	0	0	0	0	1,918
Costa Rica	0	0	1,974	0	254	2,228
Denmark	(3,871)	0	0	0	0	(3,871)
Dom. Republic	0	0	1,653	0	121	1,774
Finland	10,523	0	0	0	0	10,523
French Guiana	0	0	330	0	0	330
Guatemala	4,435	0	2,100	0	0	6,535
Guyana	(463)	0	0	0	0	(463)
Holland	3,312	0	17,315	0	0	20,627
India	67	0	0	0	0	67
Indonesia	4,593	0	0	0	0	4,593
Jamaica	0	0	2,207	0	0	2,207
Japan	15,983	7,625	1,728	9,402	8,388	43,126
Korea	50,648	0	0	0	0	50,648
Malaysia	29,420	0	0	0	0	29,420
Mexico	284	0	0	0	447	731
New Zealand	5,378	0	0	0	49	5,427
Pakistan	13	0	0	0	0	13
Peru	0	0	0	0	2,893	2,893
Philippines	8,003	0	0	0	0	8,003
Puerto Rico	0	0	0	0	11	11
Sri Lanka	9,725	0	0	0	0	9,725
Switzerland	8,333	0	3,276	0	0	11,609
Taiwan	8,031	0	0	0	0	8,031
Thailand	0	0	0	0	1,273	1,273
Venezuela	6,888	0	0	0	0	6,888
TOTAL AG:	331,113	29,161	129,996	9,402	15,640	515,312
NON-AGRICULTURAL						
French Guiana	463	-	-	0	0	463
Japan	0	-	-	6,033	0	6,033
Korea	0	-	-	8,154	0	8,154
Mexico	332	-	-	0	0	332
Pakistan	12	-	-	0	0	12
United Kingdom	163	-	-	0	0	163
TOTAL NON-AG:	970	-	-	14,187	0	15,157
TOTAL EXPORTS	**332,083**	**29,161**	**129,996**	**23,589**	**15,640**	**530,469**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	303	1,756	1,832	185	4,076
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	984	420	1,404
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	62	149	0	211
DE Delaware	0	0	879	147	1,026
FL Florida	3,372	1,745	307	315	5,739
GA Georgia	897	1,216	1,099	1,109	4,321
HI Hawaii	0	1,422	0	0	1,422
ID Idaho	0	37	232	31	300
IL Illinois	569	45,226	7,693	1,456	54,944
IN Indiana	463	19,147	3,667	747	24,024
IA Iowa	0	19,799	8,213	3,491	31,503
KS Kansas	0	14	17	240	271
KY Kentucky	0	13,436	244	62	13,742
LA Louisiana	0	0	0	15	15
ME Maine	0	0	331	0	331
MD Maryland	0	0	793	514	1,307
MA Massachusetts	0	123	61	63	247
MI Michigan	43	12,830	6,130	50	19,053
MN Minnesota	155	5,786	12,881	545	19,367
MS Mississippi	0	0	212	0	212
MO Missouri	0	28	5,247	596	5,871
MT Montana	0	0	1,062	60	1,122
NE Nebraska	0	15	591	185	791
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	163	0	163
NJ New Jersey	0	185	439	378	1,002
NM New Mexico	0	0	0	0	0
NY New York	0	8,850	4,840	360	14,050
NC North Carolina	303	1,216	245	297	2,061
ND North Dakota	0	0	463	28	491
OH Ohio	226	20,974	4,246	543	25,989
OK Oklahoma	0	31	107	0	138
OR Oregon	18	84	148	79	329
PA Pennsylvania	122	276	3,335	1,049	4,782
RI Rhode Island	0	0	120	0	120
SC South Carolina	0	974	784	310	2,068
SD South Dakota	0	260	67	35	362
TN Tennessee	0	1,495	3,429	186	5,110
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	13	527	68	608
VA Virginia	258	0	324	705	1,287
WA Washington	0	585	909	426	1,920
WV West Virginia	0	60	26	0	86
WI Wisconsin	1,507	9,910	3,443	239	15,099
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	8,236	167,555	76,239	14,934	266,964
CANADA					
AB Alberta	0	0	651	46	697
BC Brit. Columbia	0	60	426	14	500
MB Manitoba	0	41	651	135	827
NB New Brunswick	0	1,079	288	0	1,367
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	371	0	371
ON Ontario	25	11,601	6,852	248	18,726
PE Pr.Edward Isle	0	0	1,022	0	1,022
PQ Quebec	18	1,317	6,370	0	7,705
SK Saskatchewan	0	0	212	0	212
TOTAL CAN:	43	14,098	16,843	443	31,427
*EXPORT SALES:	321,362	29,161	104,183	9,402	464,108
TOTAL AG SALES	329,641	210,814	197,265	24,779	762,499
NON-AG U.S.	16,219	-	-	10,959	27,178
Canada	2,075	-	-	206	2,281
*Exports	175	-	-	14,187	14,362
TOTAL NON-AG SALES	18,469	-	-	25,352	43,821
GRAND TOTAL	**348,110**	**210,814**	**197,265**	**50,131**	**806,320**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	0	0	668	0	668
Austraiia	1,635	0	13,077	0	14,712
Brazil	15,766	21,536	65,540	0	102,842
China	142,480	0	0	0	142,480
Denmark	(3,871)	0	0	0	(3,871)
Finland	10,523	0	0	0	10,523
Guatemala	4,435	0	2,100	0	6,535
Holland	3,312	0	17,315	0	20,627
India	67	0	0	0	67
Indonesia	4,593	0	0	0	4,593
Jamaica	0	0	2,207	0	2,207
Japan	15,983	7,625	0	9,402	33,010
Korea	50,648	0	0	0	50,648
Malaysia	29,420	0	0	0	29,420
New Zealand	5,378	0	0	0	5,378
Pakistan	13	0	0	0	13
Philippines	8,003	0	0	0	8,003
Sri Lanka	9,725	0	0	0	9,725
Switzerland	8,333	0	3,276	0	11,609
Taiwan	8,031	0	0	0	8,031
Venezuela	6,888	0	0	0	6,888
TOTAL AG:	321,362	29,161	104,183	9,402	464,108
NON-AGRICULTURAL					
Japan	0	-	-	6,033	6,033
Korea	0	-	-	8,154	8,154
Pakistan	12	-	-	0	12
United Kingdom	163	-	-	0	163
TOTAL NON-AG:	175	-	-	14,187	14,362
TOTAL EXPORTS	**321,537**	**29,161**	**104,183**	**23,589**	**478,470**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	14	0	0	0	208	222
AK Alaska	0	0	0	0	0	0
AZ Arizona	23	0	41	0	19	83
AR Arkansas	15	0	573	496	6	1,090
CA California	2,602	1,270	449	0	1,055	5,376
CO Colorado	152	0	281	16	24	473
CT Connecticut	0	0	0	0	37	37
DE Delaware	0	0	0	0	22	22
FL Florida	100	0	112	0	3,669	3,881
GA Georgia	16	0	0	13	354	383
HI Hawaii	0	221	0	0	31	252
ID Idaho	443	474	160	0	0	1,077
IL Illinois	0	1,123	251	9	12	1,395
IN Indiana	0	0	0	0	59	59
IA Iowa	70	3,959	5,947	0	13	9,989
KS Kansas	183	506	919	14	41	1,663
KY Kentucky	0	0	0	0	205	205
LA Louisiana	0	0	1,572	16	0	1,588
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	15	15
MA Massachusetts	0	0	0	0	2	2
MI Michigan	0	0	0	0	57	57
MN Minnesota	0	0	0	0	56	56
MS Mississippi	0	46	305	1,254	24	1,629
MO Missouri	726	1,390	3,721	272	37	6,146
MT Montana	0	0	0	0	6	6
NE Nebraska	191	14	15	0	28	248
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	47	47
NM New Mexico	0	31	126	0	79	236
NY New York	0	0	0	0	108	108
NC North Carolina	0	0	0	0	77	77
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	316	316
OK Oklahoma	145	31	882	16	40	1,114
OR Oregon	139	196	213	0	52	600
PA Pennsylvania	0	0	0	0	13	13
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	53	53
SD South Dakota	0	0	0	0	0	0
TN Tennessee	333	0	15	0	10	358
TX Texas	847	4,911	2,982	486	194	9,420
UT Utah	1,853	14	68	0	0	1,935
VT Vermont	0	0	0	0	20	20
VA Virginia	0	0	0	0	0	0
WA Washington	0	0	0	0	91	91
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	14	0	0	0	177	191
WY Wyoming	15	0	0	0	0	15
TOTAL U.S.:	7,881	14,186	18,632	2,592	7,257	50,548
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	54	0	249	303
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	160	160
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	54	0	409	463
*EXPORT SALES:	9,751	0	25,813	0	15,640	51,204
TOTAL AG SALES	17,632	14,186	44,499	2,592	23,306	102,215
NON-AG U.S.	11,624	-	-	1,165	576	13,365
Canada	0	-	-	0	24	24
*Exports	795	-	-	0	0	795
TOTAL NON-AG SALES	12,419	-	-	1,165	600	14,184
GRAND TOTAL	**30,051**	**14,186**	**44,499**	**3,757**	**23,906**	**116,399**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JUNE 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	826	826
Australia	0	0	0	0	1,378	1,378
Brazil	8,012	0	20,128	0	0	28,140
Columbia	1,918	0	0	0	0	1,918
Costa Rica	0	0	1,974	0	254	2,228
Dom. Republic	0	0	1,653	0	121	1,774
French Guiana	0	0	330	0	0	330
Guyana	(463)	0	0	0	0	(463)
Japan	0	0	1,728	0	8,388	10,116
Mexico	284	0	0	0	447	731
New Zealand	0	0	0	0	49	49
Peru	0	0	0	0	2,893	2,893
Puerto Rico	0	0	0	0	11	11
Thailand	0	0	0	0	1,273	1,273
TOTAL AG:	9,751	0	25,813	0	15,640	51,204
NON-AGRICULTURAL						
French Guiana	463	-	-	0	0	463
Mexico	332	-	-	0	0	332
TOTAL NON-AG:	795	-	-	0	0	795
TOTAL EXPORTS	**10,546**	**0**	**25,813**	**0**	**15,640**	**51,999**